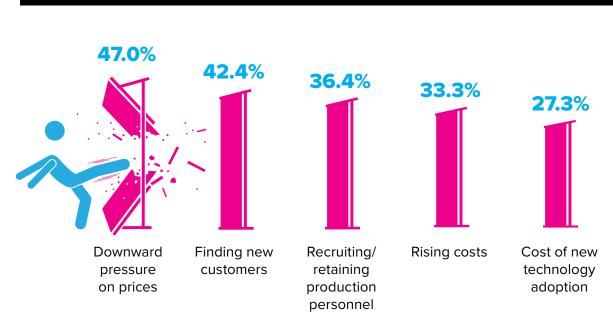
GRAPHIC AND SIGN SCORECARD



Direct-to-

Garment Inkjet

BIGGEST BARRIERS TO GROWTH



CAPITAL EQUIPMENT PURCHASE PLANS Plan to purchase capital equipment during the coming year 44.9% Plan to invest \$50,000 - \$499,999 43.9% Plan to invest \$1,000,000 or more 12.2% The highest percentages plan to purchase: O 24.1% **15.8%** O 17.4% O

STRATEGIES FOR BUILDING COMPETITIVE ADVANTAGE

Lean manufacturing/ continuous improvement 86.2%

Maximize value of current customers 55.6%

Improve customer service 51.1%

Reduce operating costs 50.0%

Add new product lines 46.6%

TOP FACTORS IN THE CAPITAL EQUIPMENT PURCHASE DECISION

Custom Inkjet

Solutions

Dye Sublimation

